

## **Historic, Archive Document**

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62.91



Special Introductory Price List  
1921-22

**KENNEWICK  
NURSERY**

A Mail Order Nursery  
Saves

**30%**

Strictly High Class and Reliable  
**NURSERY STOCK**



**HORACE WRAY, Prop.  
Kennewick, Wash.**

## **VERY IMPORTANT**

**PLEASE READ:** This is a special introductory price list. Special in the sense of lowness of prices and introductory in the sense of introducing to orchardists an efficient and practical mail order system of doing business. It is in no way meant to be a reflection upon the so-called "tree agent" and his high prices or the company he represents. It simply is a step in advance of the times to eliminate heavy expenses and to give the consumer the full benefit. It is a conscientious and honest effort to reduce the complications and unnecessary effort in modern business to safer and saner lines. In other words, it is returning to old time principals and dealing first hand with one another.

## **QUALITY**

**PLEASE READ:** My best efforts in the nursery business have always been to produce the very best stock possible and to grade it up to the highest standards. However, "actions speak louder than words" in this regard. Every salesman praises the merits of his wares—we all know that. And we also know that the best talkers sometimes turn out to be "base deceivers ever." So I ask, in plain justice to our mutual interests, that prospective planters give me a trial order. Make it as small as convenient to start with—the point is, I guarantee like quality at all times to everybody as long as the supply lasts.

## **TERMS**

**PLEASE READ:** My terms are strictly cash on delivery. I do not require any advance with orders, but allow 5% discount where the full amount accompanies the order. I also allow 5% discount on all deliveries made at the nursery. Buyers who are short and need trees badly, by explaining the situation properly to their banker, can usually get accommodations sufficient to enable them still to take advantage of the special prices and reliable quality herein quoted. It is a bankers' business to extend credit. A good banker stabilizes the finances of his community by helping his patrons according to their various opportunities and ability. And I can safely add that he is much more interested in making loans for development than he is in making loans for pleasure spending and speculation.

## **GUARANTEE**

**PLEASE READ:** I exercise the greatest care to keep my varieties true to name, and hold myself in readiness at all times to replace, on proper proof, all stock that may prove otherwise; but it is mutually agreed between the purchaser and myself that I shall not at any time be liable for a greater amount than the original price paid for the goods.

## **REFERENCE**

First National Bank, Kennewick, Washington.

## APPLES

The finest block of apple trees on the market anywhere. Large calibre, fine roots, whip tops, clean vigorous. One year buds, heavy grade 4-7 ft., 45c each; \$40 per hundred; \$350 per thousand. 10 at hundred rate; 500 at thousand rate.

Standard grade  $\frac{3}{4}$  ft., 35c each; \$30 per hundred; \$250 per thousand. 10 at hundred rate; 500 at thousand rate.

Delicious	Winter Banana
Winesap	Arkansas Black
Jonathan, branched	Yellow Transparent
Stayman Winesap	Rome Beauty, branched
	Transcendent Crab

## PEARS

Standard grade 4-6 ft. and 3-4 ft. Same price as Apples.

Anjou	Bosc
Bartlett	Winter Nelis

## PEACHES

Heavy grade 4-6 ft., branched. Price 45c each.

Elberta	Ey Crawford	Early Mayflower
	Early Crawford	Triumph

Elberta, June buds, heavy roots and 2 ft. top, price 25c each; \$20 per hundred; \$175 per thousand.

## APRICOTS

Standard grade 4-6 ft. and 3-4 ft. Same price as apples.

TILTON—Large oval cot, deep yellow, hardy and ripens evenly. By far the best cot for the Northwest.

Tilton June buds, same price as Elberta June buds.

## PRUNES

Heavy 4-6 ft. Price 45c each.

Italian

## GRAPES

One-year No. 1 grade, price 15c each; \$12.50 per hundred; \$100 per thousand.

Concord	Muscat	Tokay
Niagara		Malaga

## ASPARAGUS

One-year medium size roots. Price \$5.00 per thousand.  
Palmetto

## STRAWBERRIES

(Spring Delivery.)

Nice plants, cleaned and packed in boxes. Price, \$5 per thousand.

## DISCOUNTS

5% discount from these prices where cash in full accompanies the orders.

5% additional discount on deliveries at the nursery.

The harder my competitors  
knock the better I like it---it  
proves conclusively that they  
are afraid I will get some of  
their business.   \*   \*   \*   \*



*"As we journey through life let us stop at intervals  
and live by the wayside."*

*"Eternal vigilance is the price of success."*

*"Short Accounts make Long Friends."*